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DS&E
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FOR IMMEDIATE RELEASE
July 27, 1982

TECHNICAL DEMAND DROPS TO FIVE YEAR LOW

The Deutsch, Shea & Evans High Technology Recruitment Index dropped to 105 for May, based on its three-month running average. The data for June also show substantial drops in the various sub-indexes that comprise the HTRI, giving a single-month figure of 92. These figures portray a continuing decline in demand for engineers and scientists that now has reached its lowest point since March, 1977.

HIGH TECHNOLOGY RECRUITMENT INDEX
(1961=100; seasonally adjusted)

	Single-month	HTRI three-month running average
January, 1980	152	150
May, 1980	138	140
June, 1980	140	132
January, 1981	147	138
May, 1981	139	132
June, 1981	129	135
January, 1982	131	127
May, 1982	112	105
June, 1982	92	--

The HTRI is based on recruitment advertisements directed to degreed, experienced engineers and scientists in major newspapers and professional journals. It has been maintained since 1961 by Deutsch, Shea & Evans, Inc., a human resources communications and consulting firm.

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FOR IMMEDIATE RELEASE
August 25, 1982

TECHNICAL DEMAND DROPS BELOW AVERAGE FOR FIRST TIME IN FIVE YEARS, REPORTS DEUTSCH, SHEA & EVANS

For the first time since December, 1976, monthly demand for engineers and scientists has dropped below the norm of 100 as measured by the High Technology Recruitment Index. During those five years, this monthly indicator, maintained by Deutsch, Shea & Evans, averaged 134 annually, as the competition for technical talent generated extensive recruitment advertising in newspapers and professional journals. Now the demand level has dropped, as DS&E has predicted, below the 100 level which represents the Index's base year of 1961. This marks the ending of the most extensive high demand period in the 21-year history of the Index.

From 105 in May, the Index, based on a three-month running average, has dropped to 96. The single-month figure for July is 82, indicating that a further drop can be expected,

(Continued)

A SUBSIDIARY OF FOOTE, CONE & BELDING COMMUNICATIONS, INC.

HIGH TECHNOLOGY RECRUITMENT INDEX
(1961=100; seasonally adjusted)

1982	Single Month	HTRI Three-Month Running Average
June	92	96
July	82	--
1981		
June	129	135
July	138	137
1980		
June	140	132
July	119	132

What does the current data mean in terms of the future job market for technical people? DS&E spokesperson Frank Coss suggests it may be the dark before the dawn. "Declining demand for technical talent is by no means unprecedented. In fact, a change in the demand picture when a new administration takes over appears to be normal behavior. (See attached chart covering HTRI levels from 1960 through June, 1982). Each time this political change has occurred, in the past two decades, the High Technology Recruitment Index has moved toward and past the norm of 100 our computer analysis shows. Under Kennedy, Johnson and Carter, the move was from below the norm upward; under Nixon, Ford and now Reagan, it was a shift from above the norm downward. Based on this pattern, we can expect technical demand to continue downward for several months, then bottom out. When there is a turnaround -- perhaps around mid-1983, if not sooner -- there is

(Continued)

likely to be a strong and long-sustained upsurge in technical recruitment that will probably last through the decade".

The High Technology Recruitment Index is based on recruitment advertising directed to degreed engineers and scientists in major newspapers and professional journals. It has been maintained since 1961 by Deutsch, Shea & Evans, Inc., a recruitment advertising agency which does extensive research in the area of human resources.

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For Immediate Release
September 16, 1982

AUGUST TECHNICAL DEMAND DATA MAY SIGNAL CHANGE IN DECLINING MARKET FOR TECHNICAL PEOPLE

The possibility that the long-sustained downturn in demand for technical professionals may be bottoming out is suggested by the August demand data compiled by Deutsch, Shea & Evans for its High Technology Recruitment Index. This single-month figure is 93, up eleven points from July.

This would be a welcome development for engineers and scientists, for whom demand has been dropping steeply during recent months. DS&E's Index, which is based on a three-month running average, plummeted from an above-average of 120 in March to 89 in July. If the August single-month demand level persists through September, it will signal a halt in this precipitous decline and could mark a turning point in technical demand.

HIGH TECHNOLOGY RECRUITMENT INDEX
(1961=100; Seasonally Adjusted)

Month	Single Month Figure	HTRI, Based on 3-Month Running Average
March, 1982	129	120
April	111	117
May	112	105
June	92	96
July	82	89
August	93	--

(MORE)

HTRI is based on the volume of recruitment advertising placed in key newspapers and professional journals each month. DS&E, which has maintained the Index since 1960, is a human resources communications and consulting firm, a subsidiary of Foote, Cone & Belding Communications, Inc.

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For immediate release
October 8, 1982

SEPTEMBER TECHNICAL DEMAND DATA DOWN:

NO TURN AROUND IN 1982, SAYS DS&E

An eight-point drop in technical demand figures for September has erased earlier hopes that the 31-month decline in this employment field would bottom out in the third quarter, says Deutsch, Shea & Evans, Inc. DS&E's High Technology Recruitment Index, based on a three-month running average, shows an August level of 87, down two points from July. The September single-month figure is 85, compared to the previous month's level of 93. The prognosis, in DS&E's view: a further decline through the remainder of 1982 that will bottom out in December, with a prospect of an upturn in January.

HIGH TECHNOLOGY RECRUITMENT INDEX
(1961=100; Seasonally Adjusted)

Month	Single Month Figure	HTRI, Based on 3-Month Running Average
March, 1982	129	120
April	111	117
May	112	105
June	92	96
July	82	89
August	93	87
September	85	--

HTRI is based on the volume of recruitment advertising placed in key newspapers and professional journals each month. DS&E, which has maintained the Index since 1960, is a human resources communications and consulting firm, a subsidiary of Foote, Cone & Belding Communications, Inc.

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